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Northeastern University

Semester Course Content Equivalencies Handbook

Office of the University Registrar

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Quarter to Semester Course Content Equivalencies Table : Graduate School of Business Administration

Northeastern University

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Semester Course Content Equivalencies Handbook

Graduate Schools

Quarter to Semester Course Content Equivalencies Table: Graduate School of Business Administration

Note: Changes made since initial posting are indicated in red highlighted text.

About This Section

This section of the handbook lists quarter courses together with their semester course content equivalents. The quarter courses are arranged alphabetically according to the two- or three-letter department code found in the course number (for example, ”ECN” for “Economics”).

How to Use This Section

For a detailed explanation of how to use this and other sections of the handbook, please see “How to Use This Handbook” at www.registrar.neu.edu/how2grad.pdf.

See Your Academic Adviser!

All students must have a complete transition plan made with and approved by an academic adviser. This handbook is designed to be used by students *in conjunction with an academic adviser* to plan completion of degree programs/majors under semesters. The handbook is not intended to replace academic advising but rather to supplement it. Similarly, the equivalency relationships in the handbook are not intended to replace transition plans made with an academic adviser.

ACC—Accounting

Quarter Course(s)	Equivalent Semester Course(s)
ACC 3301 Financial & Managerial Acctg (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3420 Business Entity Taxation (4.5 QH) ✻	**ACC G203** Business Entity Taxation (3 SH, Type I)
ACC 3421 Fin Rprtng for Intregrated Multinational Entrp (4.5 QH) ✻	**ACC G204** Fin Report for Multinat Ent (3 SH, Type I)
ACC 3422 Prof. Env. Of the Audit & Assurance Industry (4.5 QH) ✻	**ACC G205** ProfEnvironAudit&Assurance (3 SH, Type I)
ACC 3423 Management Control Systems (4.5 QH) ✻	**ACC G206** Management Control Systems (3 SH, Type I)
ACC 3430 Accounting Problems 1 (6 QH) ✻	**ACC G220** Corporate Fin Reporting 1 (3 SH, Type I)
ACC 3431 Accounting Problems 2 (6 QH)	**ACC G221** Corporate Fin Reporting 2 (6 SH, Type I)
ACC 3432 Accounting Problems 3 (6 QH)	**ACC G222** Corp/Gov/NP Financial Report (6 SH, Type I)
ACC 3433 Advanced Accounting Problems (3 QH)	**ACC G227** Acct for Business Combinations (3 SH, Type I)
ACC 3434 Contemporary Accounting Theory (6 QH) ✻	**ACC G228** Contemporary Issues Accounting (3 SH, Type I)
ACC 3436 Auditing Theory & Practice (6 QH)	**ACC G223** Audit & Assurance (6 SH, Type I)

Credit hours: SH = Semester hours QH = Quarter hours ✻ = Will result in excess semester credit
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Quarter Course(s)	Equivalent Semester Course(s)
ACC 3437 Federal Income Tax (6 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **ACC 3439** Corporate & Business Taxation (3 QH) ✻	**ACC G224** Taxation Indiv/Business Entity (6 SH, Type I)
ACC 3438 Cost Acct Theory & Problems (6 QH)	**ACC G226** Strategic Cost Management (3 SH, Type I)
ACC 3439 Corporate & Business Taxation (3 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **ACC 3437** Federal Income Tax (6 QH) ✻	**ACC G224** Taxation Indiv/Business Entity (6 SH, Type I)
ACC 3450 Issues of Federal Income Tax 1 (6 QH) ✻	**ACC G230** Federal Tax Issues (3 SH, Type I)
ACC 3451 Corporations & Shareholders (3 QH)	**ACC G231** Corporations & Shareholders (3 SH, Type I)
ACC 3452 Estate & Gift Taxation (3 QH)	**ACC G232** Estate and Gift Taxation (3 SH, Type I)
ACC 3453 Retirement Plans (3 QH)	**ACC G246** Retirement Plans (3 SH, Type I)
ACC 3454 Reorganizations (3 QH) ✻	**ACC G236** Reorganizations (1.5 SH, Type I)
ACC 3455 Tax Research Methodology (3 QH) ✻	**ACC G233** Tax Research Methodology (1.5 SH, Type I)
ACC 3456 Tax Practice, Procedure & Ethics (3 QH) ✻	**ACC G234** Tax Procedure & Ethics (1.5 SH, Type I)
ACC 3457 Partners & Partnerships (3 QH)	**ACC G235** Partners & Partnerships (3 SH, Type I)
ACC 3458 Estate Planning (3 QH) ✻	**ACC G247** Estate Planning (1.5 SH, Type I)
ACC 3459 Consolidated Returns (3 QH) ✻	**ACC G237** Consolidated Returns (1.5 SH, Type I)
ACC 3460 Income Tax Accounting (3 QH) ✻	**ACC G238** Income Tax Accounting (1.5 SH, Type I)
ACC 3463 State & Local Taxation (3 QH)	**ACC G239** State & Local Taxation (3 SH, Type I)
ACC 3464 International Tax 1 (3 QH)	**ACC G240** Int'l Tax:Inbound Transaction (3 SH, Type I)
ACC 3465 S-Corporations (3 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **ACC 3471** Special Topics in Taxation (3 QH) ✻	**ACC G243** Advanced Flow Through Entities (3 SH, Type I)
ACC 3466 Trusts & Estates (3 QH)	**ACC G248** Taxation of Trusts & Estates (3 SH, Type I)
ACC 3467 Taxation of Financial Instrmnt (3 QH) ✻	**ACC G242** Taxation Financial Instruments (1.5 SH, Type I)
ACC 3468 International Tax 2 (3 QH)	**ACC G241** Int'l Tax:Outbound Transaction (3 SH, Type I)
ACC 3469 Tax Exempt Entities (3 QH) ✻	**ACC G244** Tax Exempt Entities (1.5 SH, Type I)
ACC 3470 Strategic Tax Planning (3 QH) ✻	**ACC G245** Strategic Tax Planning (1.5 SH, Type I)
ACC 3471 Special Topics in Taxation (3 QH) *alone*	**ACC G249** Financial Planning Investments (3 SH, Type I)
with **ACC 3465** S-Corporations (3 QH) ✻	**ACC G243** Advanced Flow Through Entities (3 SH, Type I)
ACC 3472 Independent Study (1 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3473 Independent Study (2 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3474 Independent Study (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3475 Adv Topics Financial Planning (6 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3476 Special Topics in Taxation (3 QH)	**ACC G250** Financial Planning Insurance (3 SH, Type I)
ACC 3511 Financial Accounting (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3512 Management Accounting (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3513 Control 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3520 Measure & Report Firm Performance (3 QH)	**ACC G280** Fin Rept for GwthOriented Firm (3 SH, Type I)
ACC 3521 Strategic Appl Acctg & Mgrl Sys (3 QH)	**ACC G281** Msr/Mng Costs of Production (3 SH, Type I)
ACC 3601 Interpreting Financial Document (6 QH) ✻	**ACC G290** Interpreting Fin Documents (4 SH, Type I)
ACC 3602 EMBA Management Accounting (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3612 Cost Analysis Strategic Change (4 QH)	**ACC G291** Cost Analysis for Change (3 SH, Type I)
ACC 3714 Global Fin Statement Analysis (3 QH) ✻	**ACC G211** Global Fin Statement Analysis (1.5 SH, Type I)
ACC 3812 Management Accounting (3 QH)	*No semester equivalent. Converts to departmental credit.*
ACC 3813 Management Control Systems (3 QH)	**ACC G213** Mng Resources Implem Strategy (3 SH, Type I)
ACC 3820 Financial Accounting (3 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **ACC 3821** Managerial Accounting (3 QH)	**ACC G200** Fin Reptg & Manag Dec-Mkg 1 (3 SH, Type I) *and* **ACC G201** Fin Reptg & Manag Dec-Mkg 2 (1.5 SH, Type I)
ACC 3821 Managerial Accounting (3 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **ACC 3820** Financial Accounting (3 QH)	**ACC G200** Fin Reptg & Manag Dec-Mkg 1 (3 SH, Type I) *and* **ACC G201** Fin Reptg & Manag Dec-Mkg 2 (1.5 SH, Type I)
ACC 3918 Corp Fin Reporting & Analysis 1 (3 QH)	**ACC G210** Analyzing Financial Statements (3 SH, Type I)
ACC 3919 Corp Fin Reporting & Analysis 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*

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Quarter Course(s)	Equivalent Semester Course(s)

CBA—Business Administration

CBA 3520 Strategies for Growth (4 QH)	**CBA G280** Strategies for Growth (3 SH, Type I)
CBA 3521 Mnagement of Tech & Innovation (6 QH) ✻	**CBA G281** Strat Intra/Entrapreneurship (3 SH, Type I)
CBA 3522 Appl Probs for Growing Bus 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3523 Appl Probs for Growing Bus 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3524 Individual & Group Project Forum (4 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3525 Individual & Group Project Forum (3 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3601 Innovation and New Project Development (2 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3801 Business Overview 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3802 Business Overview 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3803 Business Overview 3 (3 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3806 Field Consulting Project 1 (2 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **CBA 3808** Field Consulting Project 2 (1 QH)	**CBA G210** Field Consulting Project (3 SH, Type I)
CBA 3807 Field Consulting Project 2 (2 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3808 Field Consulting Project 2 (1 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **CBA 3806** Field Consulting Project 1 (2 QH)	**CBA G210** Field Consulting Project (3 SH, Type I)
CBA 3810 Career Management Seminar (0 QH)	**CBA G200** Career Management (0 SH, Type D)
CBA 3840 Intensive 1 (4 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3841 Intensive 2 (4 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3842 Business Intensive (2 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3901 Promo Mktg: Tech Cnsmr & Trd Prom (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3902 Managing in Cyberspace (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3903 Intercultural Negotiation (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3904 Global Infrastructure & Proj Fin (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3905 Cross Cultural Mgmt Thru Lit (1 QH)	**CBA G223** Cross-Cultural Mgmt Thru Lit (1 SH, Type I)
CBA 3906 10 Steps to Corporate Renewal (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3907 Project Management (1 QH)	**CBA G236** Project Management (1 SH, Type I)
CBA 3908 Career Planning Working Prof (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3909 Mediating Conflict in Workplce (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3910 New Approaches to Prod Develop (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3911 Intellectual Board Games & Strtg (1 QH)	**CBA G229** Board Games & Strategy (1 SH, Type I)
CBA 3912 Going Public - Initial Offering (1 QH)	**CBA G238** New Venture Finance (1 SH, Type I)
CBA 3913 Dynamics Interpersnl Reltnshps (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3914 East Asia: Immplictns Amer Bus (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3915 Managing in Service Sector (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3916 Intro Business Valuation (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3917 Marketing & Technology (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3918 Small Business Management (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3919 Financial Modeling (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3920 Financial Statement Analysis (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3921 Effect Professional Presentatn (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3922 Managing the Sports Enterprise (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3923 Mng Intl X-Culture Challenges (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3924 Fin & Prod Mkt for Millennium (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3925 Tips Tools Tech Deal w/Media (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3926 Personal Financial Planning (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3927 Issues in Corporate Governance (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3928 Competing on the Net (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3929 Fraud: Dark Side of Business (1 QH)	**CBA G221** Occupational Fraud & Abuse (1 SH, Type I)
CBA 3930 Risk Analysis (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3931 Productvity Value Creatn & Firm (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3932 Intro Valuing E-Commerce Cos (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3933 Legal Issues in HRM (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3934 Strategy & Mgmt Not for Profit (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3935 Financial Forecasting (1 QH)	**CBA G226** Financial Forecasting (1 SH, Type I)

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CBA 3936 Commercializing New Technology (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3937 Intl Accounting Standards (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3938 Business Ethics in Global Econ (1 QH)	**CBA G222** Business Ethics Global Econ (1 SH, Type I)
CBA 3939 Mng Dec Making Innovative Orgs (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3945 Organizational Design (1 QH)	**CBA G220** Designing Effective Organizations (1 SH, Type I)
CBA 3946 Fuzzy Front End New Prod Dev (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3947 Strategies Bus to Bus E-Com (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3948 The Manager as Mediator (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3949 Business Environ Latin America (1 QH)	**CBA G232** Business of Latin America (1 SH, Type I)
CBA 3950 Retailing in New Millenium (1 QH)	**CBA G235** Retailing in the New Millenium (1 SH, Type I)
CBA 3952 Globalization: Threat and Opportunity (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3953 Globalization and Environment (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3954 Global Financial Statement Analysis (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3955 E-Business and the New Economy (1 QH)	**CBA G224** E-Business and the New Economy (1 SH, Type I)
CBA 3956 Chipping the Stock Market (1 QH)	**CBA G227** Chipping The Stock Market (1 SH, Type I)
CBA 3957 Doing Business in Russia (1 QH)	**CBA G233** Doing Business in Russia (1 SH, Type I)
CBA 3958 Bus Ethics & Corp Soc Rspsnblty (1 QH)	*No semester equivalent. Converts to departmental credit.*
CBA 3959 The Open Source Business (1 QH)	**CBA G237** Open Source Business (1 SH, Type I)

ENT—Entrepreneurship and Small Business Management

ENT 3565 Mgmt Small Business Enterprise (3 QH)	*No semester equivalent. Converts to departmental credit.*
ENT 3922 Small Business Consulting (3 QH)	*No semester equivalent. Converts to departmental credit.*
ENT 3929 New Venture Creation (3 QH)	**ENT G212** New Venture Creation (3 SH, Type I)
ENT 3965 Mgt Small Business Enterprises (3 QH)	**ENT G210** Mgt Small Business Enterprises (3 SH, Type I)

FIN—Finance

FIN 3301 Financial Analysis (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3410 Financial Theory & Corp Policy 1 (3 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **FIN 3411** Financial Theory & Corp Policy 2 (3 QH) ✻	**FIN G201** Financial Theory and Policy (3 SH, Type I)
FIN 3411 Financial Theory & Corp Policy 2 (3 QH) *alone*	*No semester equivalent. Converts to departmental credit.*
with **FIN 3410** Financial Theory & Corp Policy 1 (3 QH) ✻	**FIN G201** Financial Theory and Policy (3 SH, Type I)
FIN 3412 Seminar in Finance (3 QH)	**FIN G206** Finance Seminar (3 SH, Type I)
FIN 3444 Mgmt of Financial Resources (6 QH) ✻	**FIN G200** Financial Decision Making (3 SH, Type I)
FIN 3511 Financial Management 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3512 Financial Management 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3520 Creating Shareholder Value (6 QH)	**FIN G280** Building Shareholder Value (6 SH, Type I)
FIN 3521 Strategies for Cos in Crisis (3 QH)	**FIN G282** Strtgy for Companies in Crisis (3 SH, Type I)
FIN 3601 EMBA Financial Management (6 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3602 Financial Markets & Analysis (3 QH) ✻	**FIN G290** Financial Markets and Analysis (2 SH, Type I)
FIN 3603 Creating Financial Value (3 QH) ✻	**FIN G291** Creating Financial Value (2 SH, Type I)
FIN 3724 Mergers & Acquistns Multintl Co (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3760 International Financial Mgmt (3 QH)	**FIN G204** Int Financial Management (3 SH, Type I)
FIN 3761 Creating Financial Value (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3770 Entrepreneurial Finance (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3812 Financial Management 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3820 Financial Management (5 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3860 Financial Management (6 QH) ✻	**FIN G200** Financial Decision Making (3 SH, Type I)
FIN 3901 Financial Strategy (3 QH)	**FIN G205** Financial Strategy (3 SH, Type I)
FIN 3916 Valuation & Value Creation (3 QH)	**FIN G216** Valuation & Value Creation (3 SH, Type I)
FIN 3918 Working Capital Management (3 QH)	**FIN G221** Entrepreneurial Finance (3 SH, Type I)
FIN 3920 Real Estate Investment & Analy (3 QH)	**FIN G217** Real Estate Finance (3 SH, Type I)
FIN 3921 Investment Analysis (3 QH)	**FIN G203** Investment Analysis (3 SH, Type I)
FIN 3922 Personal Financial Planning (3 QH)	**FIN G218** Personal Financial Planning (3 SH, Type I)
FIN 3923 Business Turnarounds (3 QH)	**FIN G215** Business Turnarounds (3 SH, Type I)
FIN 3924 Mergers & Acquisitions (3 QH)	**FIN G214** Mergers & Acquisitions (3 SH, Type I)
FIN 3925 Investment Banking (3 QH)	**FIN G213** Investment Banking (3 SH, Type I)
FIN 3926 Bank Management (3 QH)	*No semester equivalent. Converts to departmental credit.*

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Quarter Course(s)	Equivalent Semester Course(s)
FIN 3927 Portfolio Management (3 QH)	**FIN G219** Portfolio Management (3 SH, Type I)
FIN 3928 Risk Management & Insurance (3 QH)	**FIN G222** Risk Mgt & Insurance (3 SH, Type A)
FIN 3930 Speculative Markets (3 QH)	**FIN G211** Financial Risk Management (3 SH, Type I)
FIN 3935 Analysis Financial Inst & Mkts (3 QH)	**FIN G202** Analysis Fin Instit & Mkts (3 SH, Type A)
FIN 3938 Financial Ethics (3 QH)	*No semester equivalent. Converts to departmental credit.*
FIN 3945 Fixed Income Securities (3 QH)	**FIN G212** Fixed Income Securities & Risk (3 SH, Type A)
FIN 3955 Health Care Finance (3 QH)	**FIN G220** Health Care Finance (3 SH, Type A)
FIN 3960 Advanced Topics in Finance (3 QH)	**FIN G260** Adv Topic Fin: Venture Capital (3 SH, Type I)

HRM—Human Resources Management

HRM 3301 Organizational Behavior (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3441 Organizational Behavior (6 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3514 Managing Prof & High Perf Teams (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3516 Behavioral Concepts (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3517 Organizational Behavior (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3518 Human Resource Management & Dev (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3520 Humanside Managing Tech Innovn (3 QH)	**HRM G280** Human Side of Mgt Innovation (3 SH, Type I)
HRM 3521 Lead & Implement Change in Orgs (3 QH)	**HRM G281** Lead & Implement Org Change (3 SH, Type I)
HRM 3601 Building High Performance Team (4 QH) ✻	**HRM G290** Build High Perf Teams (2 SH, Type I)
HRM 3602 EMBA Organizational Behavior (6 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3603 Mobilizing Effective Behavior 1 (4 QH)	**HRM G291** Mobilizing Effective Behavior (3 SH, Type I)
HRM 3760 Managing People Intl Setting (3 QH)	**HRM G216** Leading Global Organizations (3 SH, Type I)
HRM 3765 Management in Russia (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3817 Organizational Behavior 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3820 Organizational Behavior (5 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3860 Organizational Behavior (6 QH) ✻	**HRM G200** Organizations in New Economy (3 SH, Type I)
HRM 3914 Managing Prof High Perform Team (3 QH)	**HRM G210** Managing Professionals & Teams (3 SH, Type I)
HRM 3920 The Management of Innovation (3 QH)	**HRM G212** Creating Innovative Organizatn (3 SH, Type I)
HRM 3925 Management in Asia (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3952 Interpersonal Dynamics (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3964 Future Work: Teams, Trblnce & Tran (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3965 Company Greatness: Prac & Implctn (3 QH)	*No semester equivalent. Converts to departmental credit.*
HRM 3971 Human Resource Management (3 QH)	**HRM G214** Human Resource Management (3 SH, Type I)
HRM 3987 Leadership (3 QH) ✻	**HRM G211** Leadership (1.5 SH, Type A)

INB—International Business

INB 3510 Managing Multinationl Business (3 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3520 Tech & Bus Strategies Global Mkt (3 QH)	**INB G280** Tech & Stratg for Global Mkts (3 SH, Type I)
INB 3521 Topics in International Bus (3 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3601 Emba International Business (3 QH) ✻	**INB G290** International Management (2 SH, Type I)
INB 3602 Executing Global Strategy (3 QH) ✻	**INB G291** Global Strategy (2 SH, Type I)
INB 3715 Essentl Aspcts East-West Trade (6 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3716 Economices on the Fast Track (6 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3720 Global Business and Trade (3 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3820 Global Management (3 QH)	**INB G200** Managing the Global Ent (3 SH, Type I)
INB 3910 Managing Multinational Enterpr (3 QH)	**INB G210** Multinational Mgt: Strgy & Ops (3 SH, Type I)
INB 3911 Cultural Aspects of Int'L Bus (3 QH)	**INB G212** Cultural Aspects Internat Bus (3 SH, Type I)
INB 3914 Global Decision Making & Implemt (3 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3915 Theory & Practice Privatization (3 QH)	*No semester equivalent. Converts to departmental credit.*
INB 3925 East Asian Crisis & Business (3 QH)	*No semester equivalent. Converts to departmental credit.*

MEC—Management Economics

MEC 3421 Managerial Economics (3 QH)	*No semester equivalent. Converts to departmental credit.*
MEC 3508 Managerial Economics 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MEC 3509 Managerial Economics 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MEC 3520 Economics of Tech Ventures (3 QH)	**MEC G280** Econ of Tech Ventures (3 SH, Type I)

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MEC 3602 Step 2: U.S. Macroeconomics (3 QH)	**MEC G290** U.S. Macroeconomics (3 SH, Type I)
MEC 3603 Step 3: Global & Regltry Environ (3 QH) ✻	**MEC G291** Global Environ of Business (1 SH, Type I)
MEC 3808 Managerial Economics 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MEC 3809 Managerial Economics 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MEC 3820 Managerial Economics (5 QH)	*No semester equivalent. Converts to departmental credit.*
MEC 3860 Managerial Economics (6 QH) ✻	**MEC G200** Global Compet/Mkt Dominance (3 SH, Type I)

MGT—Management

MGT 3440 Business Law (6 QH) ✻	**MGT G211** Business Law & Prof Ethics (3 SH, Type I)
MGT 3445 Bus Pol in a Societal Setting (6 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3520 Managing Innovation Prod & Sys (3 QH)	**MGT G280** Managing Innovation: Prod/Serv (3 SH, Type I)
MGT 3521 Strategic Mgmt of Supply Chain (3 QH)	**SCM G280** Strategic Mgt of SuppChains (3 SH, Type I)
MGT 3522 Innovating Strategies High Tech (3 QH)	**MGT G281** Innov Strat in Hi-Tec Environ (3 SH, Type I)
MGT 3523 Create & Protect Intellectl Prop (3 QH)	**MGT G283** Business Law & Intellect Prop (3 SH, Type I)
MGT 3534 EMBA Strategic Management 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3535 EMBA Strategic Managment 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3541 Management of High Tech Firms (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3544 R & D Management (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3545 Problems in Technology Mgmt (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3591 Legal Aspects of High Tech (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3595 Biotechnology Management (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3598 Masters Thesis 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3599 Masters Thesis 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3601 Step 1 (3 QH) ✻	**MGT G290** CEO Symposium (1 SH, Type I)
MGT 3602 Step: US Political Environment (4 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3603 Step: International Study (4 QH)	**CBA G291** International EMBA Residency (4 SH, Type I)
MGT 3604 Strategy 1: Bus Unit Strategy (3 QH) ✻	**MGT G291** Strategy 1 (2 SH, Type I)
MGT 3605 Strategy 2: Corporate Strategy (3 QH) ✻	**MGT G292** Strategy 2 (2 SH, Type I)
MGT 3611 Entrepreneurial Planning Proj (3 QH) ✻	**MGT G294** Entrepreneurial Project (2 SH, Type I)
MGT 3612 EMBA Integrative Session 2 (6 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3613 Step 2: Business Law (3 QH) ✻	**MGT G293** Business Law (2 SH, Type I)
MGT 3614 EMBA Strategic Management (6 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3615 E-business (2 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3616 Creating and Managing Alliances (2 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3617 Contemporary Business Issues (2 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3750 Writing for the Professions (3 QH)	**MGT G212** Managerial Communication (3 SH, Type I)
MGT 3780 Intrcultl Negotiation & Conflict (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3782 Mng Innovation in Global Co (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3784 Strtgy Implemnt & Mgt Intl Corp (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3820 Strategic Management (5 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3834 Strategic Management 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3835 Strategic Management 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3836 Strategic Management 3 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3860 Strategic Management (6 QH) ✻	**MGT G200** Strategic Decision-Making (3 SH, Type I)
MGT 3915 Business & Professional Speaking (3 QH)	**MGT G212** Managerial Communication (3 SH, Type I)
MGT 3917 Managerial Communication (3 QH)	**MGT G212** Managerial Communication (3 SH, Type I)
MGT 3920 Management Communication (2 QH)	**MGT G212** Managerial Communication (3 SH, Type I)
MGT 3930 European Environment for Bus (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3940 The Chief Executive Officer (3 QH)	**MGT G216** The Chief Executive Officer (3 SH, Type I)
MGT 3945 Negotiations (3 QH)	**MGT G214** Negotiations (3 SH, Type I)
MGT 3946 Management of Sports Orgs (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3965 Perspectives on Public Policy 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3966 Perspectives on Public Policy 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3971 Ethics in Management (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3973 Business & Govt Regulations (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3980 Public Policy & US Hlth Care Sys (3 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3987 Issues in Managed Care (3 QH)	*No semester equivalent. Converts to departmental credit.*

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Quarter Course(s)	Equivalent Semester Course(s)
MGT 3991 Legal Aspects of Business (3 QH)	**MGT G210** Legal/Ethical Aspects Business (3 SH, Type I)
MGT 3996 Special Studies in Bus Admin (6 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3997 Spcl Studies: Business Admin (1 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3998 Spcl Studies: Business Admin (2 QH)	*No semester equivalent. Converts to departmental credit.*
MGT 3999 Spcl Studies: Business Admin (3 QH)	*No semester equivalent. Converts to departmental credit.*

MKT—Marketing

MKT 3301 Marketing (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3443 Marketing (6 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3511 Marketing Management 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3512 Dynamic Marketing Management (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3520 Mkt Analysis Tech Prod & Serv (3 QH)	**MKT G280** Mkt Analysis Tech Prod/Serv (3 SH, Type I)
MKT 3521 Create & Sustain Value Customers (3 QH)	**MKT G281** Create & Sustain Cust Value (3 SH, Type I)
MKT 3543 New Product Devel & Innovation (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3601 Emba Marketing Management (6 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3602 Discovering Product and Service Markets (3 QH) ✻	**MKT G290** Oppt in Product & Service Mktg (2 SH, Type I)
MKT 3603 Formulating Winning Mkt Strtgs (3 QH) ✻	**MKT G293** Winning Marketing Strategies (2 SH, Type I)
MKT 3734 Develop New Prod World Mktplc (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3760 International Marketing (3 QH)	**MKT G212** International Marketing (3 SH, Type I)
MKT 3761 International Retailing (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3762 Managing International Brands (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3812 Marketing Management 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3820 Marketing Management (5 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3860 Marketing Management (6 QH) ✻	**MKT G200** Creating/Sustain Cust Markets (3 SH, Type I)
MKT 3913 Direct Marketing (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3914 Consumer Behavior (3 QH)	**MKT G226** Consumer Behavior (3 SH, Type A)
MKT 3916 Workshop in Negotiating (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3918 Electronic Marketing (3 QH)	**MKT G222** Electronic Marketing (3 SH, Type I)
MKT 3922 Brand Management (3 QH) ✻ *alone*	**MKT G220** Brand Management (1.5 SH, Type I)
with **MKT 3926** Advertising Management (3 QH) ✻	**MKT G223** Brand and Advertising Mgt (3 SH, Type A)
MKT 3926 Advertising Management (3 QH) ✻ *alone*	**MKT G221** Advertising Management (1.5 SH, Type I)
with **MKT 3922** Brand Management (3 QH) ✻	**MKT G223** Brand and Advertising Mgt (3 SH, Type A)
MKT 3931 Marketing Research 1 (3 QH)	**MKT G210** Marketing Metrics (3 SH, Type A)
MKT 3934 New Product Development (3 QH)	**MKT G214** New Product Development (3 SH, Type I)
MKT 3941 Business to Business Marketing (3 QH)	**MKT G224** B2B and Strategic Sales (3 SH, Type I)
MKT 3945 Strategic Sales Management (3 QH)	**MKT G224** B2B and Strategic Sales (3 SH, Type I)
MKT 3955 Marketing in High-Tech Ind (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3966 Marketing in Service Sector (3 QH)	**MKT G218** Marketing in Service Sector (3 SH, Type I)
MKT 3975 Health Care Marketing (3 QH)	*No semester equivalent. Converts to departmental credit.*
MKT 3978 Competitive Strategy (3 QH)	**MKT G216** Market Focused Strategy (3 SH, Type I)

MSC—Management Science

MSC 3422 Quantitative Analysis 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3423 Quantitative Analysis 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3435 Information Systems (4 QH)	**MSC G201** Info Systems and Technology (3 SH, Type I)
MSC 3442 Operations Management (6 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3502 Quantitative Analysis 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3503 Quantitative Analysis 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3505 Operations Management 1 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3506 Operations Management 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3520 Analytical Models & Meth Mgrl Apps (3 QH)	**MSC G280** Analytical Models and Methods (3 SH, Type I)
MSC 3521 Managing Ops: Mfg & Services (3 QH)	**MSC G281** Managing Operations (3 SH, Type I)
MSC 3533 Info Sys in High Tech Environ (3 QH)	*No semester equivalent. Converts to departmental credit.*

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Quarter Course(s)	Equivalent Semester Course(s)
MSC 3601 Emba Quantitative Methods (6 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3602 Information Analysis (4 QH) ✻	**MSC G290** Business Statistics (2 SH, Type I)
MSC 3605 E Operations Management 1 (4 QH)	**MSC G291** Ops Mgt in New Economy (3 SH, Type I)
MSC 3611 Using Information Technology (3 QH) ✻	**MSC G292** Info Tech for Competitive Adv (2 SH, Type I)
MSC 3612 EMBA Operations Management (6 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3752 Info Technology Global Enterp (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3765 Mgmt of Global Operations (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3803 Quantitative Analysis 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3806 Operations Management 2 (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3820 Quantitative Analysis (5 QH) ✻	**MSC G200** Information Analysis (3 SH, Type A)
MSC 3822 Operations Management (5 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3824 Managing Information Resources (3 QH) ✻	**MSC G204** Managing Information Resources (1.5 SH, Type I)
MSC 3860 Quantitative Analysis (6 QH) ✻	**MSC G200** Information Analysis (3 SH, Type A)
MSC 3862 Operations Management (6 QH) ✻	**MSC G206** Service/Manufact Operation Mgt (3 SH, Type I)
MSC 3909 Quality Management & Control (3 QH)	**MSC G224** Quality Management (3 SH, Type I)
MSC 3912 Technology Management (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3913 Operations Mgmt in Service Sec (3 QH)	**MSC G228** Mgt of Service Operations (3 SH, Type I)
MSC 3915 Purchasing & Materials Management (3 QH)	**MSC G223** Manufacturing Policy (3 SH, Type I)
MSC 3936 Database Management Systems (3 QH)	**MSC G212** Data Management (3 SH, Type I)
MSC 3940 Data Communications Managers (3 QH)	**MSC G214** Business Data Communications (3 SH, Type I)
MSC 3950 Fundamentals of Info Science (3 QH)	*No semester equivalent. Converts to departmental credit.*
MSC 3951 Info Analysis & System Design (3 QH)	**MSC G218** Info Analysis & System Design (3 SH, Type I)
MSC 3952 Information Policy (3 QH) ✻	**MSC G220** Info Strategy Digital Bus Econ (1.5 SH, Type I)
MSC 3963 Expert Systems (3 QH) ✻	**MSC G216** Knowledge Management (1.5 SH, Type I)
MSC 3975 Electronic Commerce Strategy (3 QH)	*No semester equivalent. Converts to departmental credit.*

TRN—Transportation

TRN 3760 Global Supply Chain Management (3 QH)	**SCM G213** Global Supply Chain Mgt (3 SH, Type I)
TRN 3903 Supply Chain Management (3 QH)	**SCM G210** Supply Chain Management (3 SH, Type I)
TRN 3907 The Transportation Industries (3 QH)	**SCM G211** The Transportation Industries (3 SH, Type I)
TRN 3909 Exec Roundtable Supply Chain Mgt (3 QH)	**SCM G212** Executive Roundtable (3 SH, Type I)

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